

www.winning-pitch.co.uk

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Ian Brookes

Managing Director

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Ian is Managing Director of Winning Pitch plc. He is a successful entrepreneur and author of the book "Inspire*Think*Create*". He is another proactive "doer" not "talker", the underpinning ethos within the Winning Pitch team!

Ian spent a number of years with Price Waterhouse Management Consultants before setting up his own consulting business. He sold this business to Lorient, joining as Finance Director. In this role, he took the business to AIM, being one of the first ten companies when AIM opened in 1995, and subsequently to a Full Listing on the UK Stock Exchange.

He resigned from the Lorient as CEO in July 2007. At this time Lorient plc was one of the UK's largest IT and Business Services companies, with £150 million turnover in 2006 and a peak market capitalisation of £150m. In December 2007 he was part of the management team that achieved a PLUS Markets listing for Winning Pitch, founded just 18 months previously, at a market capitalisation of £2.5m.

Ian is a mentor of the Manchester University of Enterprise course, and Lancaster University Management School's HR Masters Degree course. He also provides career advisory services to MBA students at Manchester Business School.

Ian's leadership passion is about changing culture to ignite strategy, winning the hearts and minds of people whilst also focused on delivering results. His work with High Growth organisations focuses on identifying the key strategic market delivery and ensuring clean performance metrics are set to ensure business results are achieved

Skills & Services

Business Support and Mentoring Services

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New Business Strategies

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Financial Strategies to fund organic growth and acquisition growth

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People and management teams, individually and collectively

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Acquisition strategies, including identification, negotiation and integration

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Strategic selling and senior level customer relationships

Advisor to the Darwen Aldridge Community Academy specialising in entrepreneurship



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